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WHAT TO WATCH IN 2021
From low interest rates to a rise in small caps, key trends to keep an eye on

EQUAL OPPORTUNITY
How one advisor built her practice by empowering fellow women

SHELTER FROM THE STORM
Why no-frills multi-family housing is a hot investment right now

THE TOP

50



Who came out on top in *Wealth Professional's* annual ranking of Canada's best advisors?

Alexandra Horwood & Partners
Richardson Wealth
Toronto, ON

Making her fifth consecutive appearance among the Top 50 Advisors, Alexandra Horwood traces her passion for wealth management to her university days. “My experience tutoring statistics in university gave me a love of teaching,” she says. “My sales experience, passion for entrepreneurship, and my genuine interest in caring for and helping people are all a perfect complement to the wealth management business.”

As one of the younger advisors on this year’s list, Horwood says her generation’s affinity for technology helped her practice cope with the challenges of the pandemic. “Being a millennial, my team has always been tech-savvy and kept thorough electronic filing systems,” she says. “We have a great foundation and system to manage our work remotely. I spent the entire summer virtually meeting with and calling each of my valued clients on rotation to ensure they were all comfortable and that I was there for them.”

